

Message Text

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PAGE 01 BONN 05839 110812Z

16

ACTION EUR-12

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FM AMEMBASSY BONN

TO USDOC WASHDC

INFO SECSTATE WASHDC 9309

UNCLAS BONN 05839

E.O. 11652: N/A

TAGS: BFOL, GW

SUBJECT: ADS REQUEST - VORTEC CORP., CINCINNATI, OHIO

FOLLOWING FIRMS HAVE EXPRESSED INTEREST:

1. KOMMANDITGESELLSCHAFT EUROTHERM GMBH

2000 HAMBURG 39

ULMENSTRASSE 21A

CONTACT: HERR WERNER WOHLFAHRT

2. KOPP & ODENWALD, METALLWARENFABRIK

7532 NIEFERN

ENZBERGER STRASSE 13

CONTACT: HERR ODENWALD. PHONE: 07233-1281.

MR. ODENWALD IS SERIOUSLY INTERESTED AND HAS TAKEN
VARIOUS STEPS TO INTRODUCE THE VORTEC PRODUCTS TO THE
LOCAL MARKET, E.G. HE PLACED ARTICLES IN TECHNICAL
JOURNALS, INVITED FIRMS TO SPECIAL SHOWS, ETC. HE
STATED THAT CORRESPONDENCE HAS BEEN EXCHANGED BETWEEN
HIS FIRM AND VORTEC FOLLOWING MR. INGLIS' LETTER OF
FEBRUARY 18 AND THAT MR. INGLIS PLANS TO VISIT THIS
GERMAN FIRM IN JUNE FOR DETAILED DISCUSSION. SINCE
ODENWALD HAS BEEN REPRESENTING VORTEC FOR 6 MONTHS ONLY,
HE FEELS THAT HE HAS ALREADY MADE GOOD PROGRESS IN
INTRODUCING THE VORTEC PRODUCTS IN GERMANY AND HE CAN
ALREADY SHOW AN INCREASE IN ORDERS. HE HOPES THAT MR.
INGLIS WILL DELAY HIS DECISION RE CHANGING HIS
DISTRIBUTOR UNTIL AFTER HIS VISIT IN JUNE. KOPP &
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ODENWALD IS ONE OF THE TEN LEADING FIRMS IN THE FIELD OF

SPECIALIZED PRECISION METAL PROCESSING.

APPROVING OFFICER: TOBY T. ZETTLER, ASST.COMMERCIAL ATT.

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Message Attributes

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Margaret P. Grafeld
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